

## APPENDIX A

# QUESTIONNAIRE FOR ANALYSIS OF REVENUES AND EXPENSES OF INTERCOLLEGIATE ATHLETICS PROGRAMS

The questionnaire for this study, which is sponsored by the National Collegiate Athletic Association, consists of three parts:

- PART I—*General Information,*
- PART II—*Organization and Activity Data, and*
- PART III—*Revenue and Expense Information.*

All questions and schedules in this questionnaire refer to the men's and women's intercollegiate athletics programs on a combined basis, unless there are instructions to the contrary.

### I. GENERAL INFORMATION

All questions should be considered in relation to intercollegiate athletics and not to physical education, club sports or intramural sports programs. Answer questions based upon your knowledge of intercollegiate athletics at your institution. The name of your institution is not required on any of the following pages. If a particular question is not applicable to your institution, record "NA" in the left-hand margin beside the question.

1. Your institution is primarily (more than 50 percent):  
☐ Government supported.      ☐ Privately financed.
2. The current NCAA classification of your institution is:  
☐ Division I-A.      ☐ Division I-AA.      ☐ Division I-AAA.  
☐ Division II With Football.      ☐ Division III With Football.  
☐ Division II With No Football.      ☐ Division III With No Football.
3. At your institution, do intercollegiate athletics (mark [x] one or more):  
☐ a. Obtain financial assistance from the general operating funds of the institution in deficit years?  
☐ b. Rely upon general operating funds of the institution to absorb certain expenses such as travel and salaries?  
☐ c. Receive financial support from the institution to sustain nonrevenue-producing sports?  
☐ d. Operate on a self-supporting basis within the limits provided by revenues from athletics?
4. Mark (x) the statement below that *best* describes the fiscal objectives of intercollegiate athletics at your institution:  
☐ a. To earn a profit in order to expand the athletics program.  
☐ b. To earn a profit in order to support nonathletics activities sponsored by the institution.  
☐ c. To earn sufficient revenues to cover the expenses of athletics programs.  
☐ d. To earn as much revenue as possible with any deficit in athletics covered by general operating funds of the institution.

5. For your major sports, are admission rights, by ticket or other means, assessed to students on a mandatory basis through fees collected during student registration?  
\_\_\_\_\_ Yes \_\_\_\_\_ No
6. Is some portion of a general activity fee paid by students allotted to the athletics department without entitling students to admission to athletics events?  
\_\_\_\_\_ Yes \_\_\_\_\_ No
7. Does your institution award grants-in-aid to student-athletes?  
(The term "grants-in-aid" refers to any institutionally administered financial aid awarded to a student who has been recruited on the basis of athletics ability, or any athletically related financial aid provided to a student-athlete regardless of recruitment.)  
\_\_\_\_\_ Yes \_\_\_\_\_ No
8. Mark (x) each of the following factors that you believe, since 1985, to be *significantly* responsible for increasing annual operating expenses of the athletics program at your institution:
- \_\_\_\_\_ a. Increased squad size in one or more men's sports.
  - \_\_\_\_\_ b. Program expansion into men's sports not offered previously.
  - \_\_\_\_\_ c. Increased number of coaching personnel for men's sports.
  - \_\_\_\_\_ d. Increased number of grants-in-aid awarded in men's sports.
  - \_\_\_\_\_ e. Increased recruiting costs in men's sports.
  - \_\_\_\_\_ f. Increased annual cost of a full grant-in-aid.
  - \_\_\_\_\_ g. Increased base salaries for athletics department personnel.
  - \_\_\_\_\_ h. Increased commercial air fares for team travel.
  - \_\_\_\_\_ i. Expansion of plant facilities used in athletics program.
  - \_\_\_\_\_ j. Program expansion into women's sports not offered previously.
  - \_\_\_\_\_ k. Increased number of coaching personnel for women's sports.
  - \_\_\_\_\_ l. Increased number of grants-in-aid awarded in women's sports.
9. Concerning the problem of rising costs of intercollegiate athletics, mark (x) the *one* statement that best describes the nature of this problem at your institution:
- \_\_\_\_\_ a. The problem is serious and methods are needed to control major expenses and to eliminate unnecessary costs.
  - \_\_\_\_\_ b. The problem is not of major concern because revenues also have increased in the past few years.
  - \_\_\_\_\_ c. The problem is not of major concern because revenues derived from intercollegiate athletics are not intended to cover all operating expenses.
  - \_\_\_\_\_ d. The problem is not serious and is explained adequately by reference to general inflationary trends alone.

## APPENDIX B

### Response Summaries— Questionnaire for Analysis of Revenues and Expenses (Part I—General Information)

The following table summarizes replies to Questions 1 through 9 in Questionnaire Part I—General Information (see Appendix A). Replies were tabulated by respondent category and for all respondents collectively. Classification of respondents as *not applicable* was necessary in certain cases. Respondents not awarding grants-in-aid were classified as not applica-

ble for Questions 8d, 8f and 8l. Respondents classified as not applicable and those not answering a question were eliminated before computing the percentage response rates for all questions. Thus, the percentage distribution of replies was computed on the basis that applicable respondents constituted 100 percent.

## APPENDIX B QUESTIONNAIRE PART I — GENERAL INFORMATION

Question No.	Answer	Total		Div. I-A		Div. I-AA		Div. I-AAA		Div. II-FB		Div. II-No FB		Div. III-FB		Div. III-No FB	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
1	Government	219	48	60	69	44	80	24	43	46	77	16	47	15	15	14	23
	Private	235	52	27	31	11	20	32	57	14	23	18	53	85	85	48	77
2	NCAA Classification	454	100	87	19	55	12	56	12	60	13	34	8	100	22	62	14
3	Indicated (a)	216	48	21	24	27	49	30	54	34	57	16	48	58	58	30	48
	Indicated (b)	288	64	26	30	39	71	33	59	47	78	24	73	73	73	46	74
	Indicated (c)	272	60	32	37	38	69	36	64	41	68	23	70	58	58	44	71
	Indicated (d)	87	19	50	58	10	18	14	25	4	7	3	9	3	3	3	5
4	Indicated (a)	26	6	13	15	4	7	2	4	3	5	3	9	0	0	1	2
	Indicated (b)	2	0	1	1	0	0	1	2	0	0	0	0	0	0	0	0
	Indicated (c)	128	28	60	70	23	42	21	38	11	18	5	15	3	3	5	8
	Indicated (d)	253	56	16	19	32	58	32	57	46	77	23	70	73	73	31	50
5	Yes	206	47	42	49	38	69	35	63	38	63	18	58	21	22	14	24
	No	236	53	43	51	17	31	21	37	22	37	13	42	75	78	45	76
6	Yes	54	12	23	27	8	15	5	9	6	10	2	6	6	6	4	7
	No	391	88	63	73	47	85	51	91	53	90	31	94	89	94	57	93
7	Yes	285	63	83	97	53	96	55	98	58	97	32	97	2	2	2	3
	No	167	37	3	3	2	4	1	2	2	3	1	3	98	98	60	97
8	Indicated (a)	120	27	13	15	12	22	11	20	8	13	8	24	46	46	22	35
	Indicated (b)	74	16	6	7	5	9	9	16	6	10	8	24	16	16	24	39
	Indicated (c)	184	41	31	36	18	33	23	41	18	30	14	42	50	50	30	48
	Indicated (d)	116	41	24	29	15	28	37	67	23	40	17	53	0	0	0	0
	Indicated (e)	243	54	66	77	39	71	40	71	30	50	15	45	37	37	16	26
	Indicated (f)	263	93	82	99	51	96	51	93	49	84	30	94	0	0	0	0
	Indicated (g)	326	72	75	87	47	85	42	75	40	67	25	76	62	62	35	56
	Indicated (h)	157	35	59	69	26	47	34	61	17	28	9	27	10	10	2	3
	Indicated (i)	167	37	50	58	18	33	18	32	14	23	6	18	40	40	21	34
	Indicated (j)	194	43	33	38	16	29	27	48	15	25	18	55	54	54	31	50
	Indicated (k)	273	60	54	63	31	56	41	73	32	53	21	64	61	61	33	53
	Indicated (l)	196	69	51	61	33	62	52	95	36	62	24	75	0	0	0	0
9	Indicated (a)	242	54	76	88	45	82	39	69	32	53	18	55	24	24	8	13
	Indicated (b)	20	4	4	5	6	11	4	7	2	3	0	0	4	4	0	0
	Indicated (c)	111	25	4	5	4	7	12	21	20	33	9	27	41	41	21	34
	Indicated (d)	76	17	2	2	0	0	3	5	5	8	5	15	32	32	29	47